



Wyoming Lender Alert

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November 2003

Steven Despain, District Director

Making a Difference for Small Business in Wyoming



UPCOMING EVENTS

- November 4 – Women's Roundtable Meeting
Jackson
- November 5 – Women's Roundtable Meeting
Casper
- November 6 - Women's Roundtable Meeting
Laramie
- November 11 - HOLIDAY
- November 11 - Women's Roundtable Meeting
Sheridan
- November 12 – WMA's Manufacturers Statewide
Meeting – Rock Springs
- November 15 - Women's Business Resource
Expo – Park County
- November 18 - Women's Roundtable Meeting
Cody and Cheyenne
- November 20 - Women's Roundtable Meeting
Powell
- November 20 -21 Heritage Foundation
Casper
- November 25 - WNET Conference Call
- November 27 - HOLIDAY

SBA LOAN ACTIVITY WYOMING DISTRICT OFFICE FISCAL YEAR 2003

During fiscal year 2003, there were 160 7(a)
Loans and 24 504 Debentures made in
Wyoming for a total of \$38,263,966. Thank you
for your support!

LENDER	# Loans	\$ Amount
Community First National Bank	29	\$9,020,300
WIDC/Frontier *	20	\$9,598,000
American National Bank	16	\$1,137,400
Wells Fargo	10	\$1,676,900
U.S. Bank	7	\$1,194,400
First Interstate Bank	7	\$ 826,300
Security State Bank	6	\$ 725,000
SheridanState Bank	6	\$ 416,000
Bank of Lovell	4	\$1,256,000
Deseret CDC *	4	\$ 747,000
Jackson State Bank & Trust	4	\$ 637,500
Shoshone First Bank	4	\$ 312,700
Hilltop National Bank	3	\$1,120,000
Converse County Bank	3	\$ 710,500
Cowboy State Bank	3	\$ 601,500
First National Bank West	3	\$ 245,000
Pinnacle Bank	3	\$ 228,000
Wyoming Bank & Trust	3	\$ 190,000
Premier Bank	2	\$1,020,000
Cheyenne State Bank	2	\$ 836,400
First National Bank Torrington	2	\$ 600,000
First National Bank & Trust	2	\$ 580,000
First National Bank of Gillette	2	\$ 258,000
Buffalo Federal Savings Bank	2	\$ 190,000
Capital One	2	\$ 110,000
Colorado Lending Source*	1	\$ 929,000
GE Capital	1	\$ 819,000
Bank of Jackson Hole	1	\$ 375,000
Transportation Alliance	1	\$ 327,366
Rawlins National Bank	1	\$ 245,000
First State Bank	1	\$ 197,900
Atlantic City FCU	1	\$ 170,000
First State Bank Thermop	1	\$ 150,000
Bank of Gillette	1	\$ 137,100
Borrego Springs Bank	1	\$ 108,000
Wyoming National Bank	1	\$ 93,000
Central Bank & Trust	1	\$ 86,000
First Natl Bank of Buffalo	1	\$ 81,500
Bank of Midwest, MN Iowa	1	\$ 80,000
Bank of Commerce	1	\$ 78,200
First Federal Savings	1	\$ 50,000
First Natl Bank of WY	1	\$ 50,000
Platte Valley Natl Bank	1	\$ 50,000
TOTAL	184	\$38,263,966

Source: U.S. Small Business Administration October 2003

YOU ASK SBA

Q What is a SBA Express Loan and how do I sign up to be a SBA Express Lender?

A Any SBA lender with a SBA portfolio currency rate of 85% or higher for the past 36 months can apply to become an Express lender (it is a little more involved than this but not much). SBA Express is a "delegated authority" loan program for loans of \$250,000 or smaller. The lender uses its own loan policies and practices (not conflicting with SBA) and makes the business loan receiving a 50% guaranty from SBA on loans of \$250,000 or less. The lender may use all its loan documentation. Loans may be for any eligible SBA purposes. Express is ideal for revolving lines of credit, working capital loans and even credit card based loans. Wyoming lenders who have used the Express loan program find it to be very "lender Friendly" and fast. To learn more about the program go to www.sba.gov/banking or contact Steve Parker at the Wyoming District Office 307-261-6506.

7a Wizard Compatible with WORD 97

Lenders can now make the SBA's 7a wizard compatible with "Word 97" by installing Microsoft's SR2b patch. The patch is available at:

<http://office.microsoft.com/officeupdate/category.aspx?CategoryID=CD010226231033&CTT=4&Origin=CD010224961033>

The latest SBA 7a Wizard version (# 1 a) is available October 24th at: www.sba.gov/banking/national (note: future 7a and 504 wizards will not support word 97) Please continue to report difficulties to:

Auth-7a@sba.gov



WIRE FRAUD

Wyoming Sporting Goods store owner charged with making a false statement and wire fraud. The owner of a sporting goods store in Wyoming, was indicted by a Federal Grand Jury on July 23, 2003. He was charged with one

count of making a false statement to SBA and one count of wire fraud. The OIG joint investigation with the Federal Bureau of Investigations (FBI) determined that the defendant submitted two false personal financial statements to the bank in order to obtain two separate SBA guaranteed loans totaling \$250,000. The defendant, who was 21 years old at the time, failed to disclose on his financial statement four additional debts totaling approximately \$312,000. The investigation also disclosed that he faxed several loan documents in furtherance of his scheme to defraud SBA and the bank. The case was initiated based on a referral from the SBA Wyoming District Office and FBI.

The North American Industry Classification System (NAICS)

The United States has a new industry classification system. The North American Industry Classification System (NAICS) replaces the U.S. Standard Industrial Classification (SIC) system. NAICS is the first-ever North American industry classification system. The system was developed by the U.S., Canada, and Mexico to provide comparable statistics across the three countries. For the first time, government and business analysts will be able to compare directly industrial production statistics collected and published in the three North American Free Trade Agreement countries. NAICS also provides for increased comparability with the International Standard Industrial Classification System (ISIC, Revision 3), developed and maintained by the United Nations. SBA's size standards define whether a business entity is small and, thus, eligible for Government programs and preferences reserved for "small business" concerns. Size standards have been established for types of economic activity, or industry, generally under the North American Industry Classification System (NAICS). For SIC definitions: go to the [OSHA](http://www.osha-slc.gov) site, and enter the 4-digit SIC code. For NAICS definitions, go to the [Bureau of Census](http://www.bureauofcensus.gov) Search page, and search for your NAICS code number <http://www.census.gov/epcd/naics02/>